

SBA News and Views is a monthly publication of the SBA Wisconsin District Office. Its purpose is to provide Wisconsin lenders and small business leaders with up-to-date information on SBA programs and small business issues. It is distributed at no cost, and the reprinting of articles is encouraged

Serving America's Small Businesses

U.S. Small Business Administration Wisconsin District Office

Eric Ness, District Director
March 2007

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SBA Home Page
<http://www.sba.gov>

Wisconsin SBA Home Page
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SBA Wisconsin 2007 Small Business Award Winners



Christine Krause & Adrian
Velasquez

Adrian Velasquez and Christine Krause of Fi-Med Management, Inc. in Milwaukee have been named SBA's Wisconsin's Small Business Person's of the Year for 2007.

Fi-Med offers technology based solutions to medical practices at a national level that provides services that integrate with physicians overall cash management and compliance risk assessment needs. They offer consulting, accounts receivable management, cash management, lock box services and education. Adrian and Christine have created protocols and applied the newest technologies available to automate, enhance and rewrite the way that medical claims are prepared, submitted and paid. A basic medical practice billing process includes the physician seeing the patient and marking an encounter form, next, a billing department keys in the encounter form, next the claim is submitted to the

insurance company and the insurance company pays the physician in 90 to 120 days. Fi-Med has automated this process.

Fi-Med's management foundation is built upon a theme of "Excellence is Never an Accident." They believe in giving people the opportunity to succeed and have hired and maintain a diverse staff of individuals from all areas of the globe to include the United States, Argentina, Mexico, Yugoslavia, Czechoslovakia, Senegal, Nigeria and Southeast Asia.

The Wisconsin SBA celebration of our Small Business winners will be held Friday, June 1, 2007 at SBA and SCORE's Awards Presentation Breakfast at Country Springs Hotel in Waukesha. For more information, contact Mary Trimmier at (414) 297-1093 or email at mary.trimmier@sba.gov.

Wisconsin's SBA District Office also named the state's Small Business Champions of the Year and special category winners. The following categories and winners are: **Honorable Mention Small Business Persons** – John Monnett, Jr, Betty Monnett, and Jeremy Monnett, Sonex Aircraft, Oshkosh

Small Business Exporter STATE & REGION WINNER
Gene Anguil, Anguil Environmental Systems, Inc., Milwaukee

Minority Small Business Person of the Year – Jeffrey and Norbert Dretzka, Underground Pipeline, Inc., New Berlin

Emerging Small Business

Person James Freeman,
Helicopter Specialties, Inc.,
Janesville

Minority Small Business

Champion – Nelson Soler, Latino
Entrepreneurial Network,
Milwaukee

Financial Services Champion

Barbara Ecklund, Suby Von Haden
Associates, S.C., Brookfield

Women in Business Champion

Renee Walz, Western Dairyland,
Independence

Small Business Journalist STATE & REGION WINNER

Jody Glynn Patrick, In Business
Magazine, Monona

Small Business Legal Assistant

Meghan Shannon, Reinhart,
BoernerVan Deuren, S.C.,
Waukesha

Home Based Business Champion

Maggie Foote, Oaklawn Bed &
Breakfast, Menomonie

Jeffrey Butland Family Owned Small Business

Joel Weitz, George Vitense
Goffland, Inc., Madison

The U.S. Small Business
Administration, which sponsors
Small Business Week,
Congratulates to all the winners
and thanks them for their
commitment and contributions to
Wisconsin's small business
communities.

SBA Says Good Bye

On March 3, 2007, SBA's
Wisconsin District Office Business
Development Specialist Jerry Polk
passed away.

Jerry worked for SBA for fourteen-
years and was located in the

Milwaukee office. Jerry came from
a banking background and worked
as a Loan Officer processing SBA
applications and marketing loan
programs.

Jerry was an integral part of our
SBA family and is deeply missed
by all.

Wisconsin's First SBA Preferred Lender Credit Union

Community First Credit Union
has become the first credit union in
Wisconsin to attain Preferred
Lender status from the U.S. Small
Business Administration.
Under this status, SBA has
delegated loan approval, closing,
and most servicing, liquidation
authority and responsibility to the
credit union.

In a ceremony at Community
First's Board Meeting in Appleton,
SBA District Director Eric Ness
and Lead Business Development
Specialist Jim Simelton presented
a plaque reflecting CFCU's new
PLP status to Catherine Tierney,
CEO/President and Debrah Dribin,
SVP Business Services.

Founded in 1975, Community First
has been doing SBA lending since
1999 and is a state chartered
financial cooperative serving more
than 76,000 member/owners from
20 locations throughout
Northeastern Wisconsin. CFCU
offers a broad range of business
related services, from business
loans and lines of credit,
commercial deposit products, to
business insurance and
investment related services.

Because of Community First's
vision to deliver superior business
services to its clients through ex-
perienced lenders and strong
support staff demonstrating
expertise in SBA lending, they
have become one of SBA's most

active participating lenders. CFCU
was also the first credit union in
Wisconsin to attain CLP status.

DD Eric Ness said, "We are
extremely proud to recognize
Community First Credit Union as
Wisconsin's first SBA preferred
lender credit union and look
forward to a continued rewarding
association with them in serving
the small business communities
within their markets."

SBA and USPS Announce Internet Tools for Entrepreneurs

The U.S. Small Business
Administration and the U.S. Postal
Service unveiled a new internet
tool for small business owners,
designed to deliver business
solutions to entrepreneurs.

Delivering Success, an online
video-on-demand resource of
successful entrepreneurs, is a
nationwide cosponsorship with the
Postal Service to provide small
business owners with invaluable
information through video
interviews that are both accessible
and convenient for entrepreneurs.

The Delivering Success video
interviews, online at
www.sba.gov/tools/audiovideo/delivering-success/index.html, chroni-
cle the experiences of successful
entrepreneurs from around the
country, offering guidance and
sharing insight on the road to
success. The video interviews
provide key information on the
ingredients of small business
success, including an overview of
business basics, resources to help
with business plan development,
small business friendly financing,
business promotion, and planning
& research.

"Small businesses are the back-
bone of the nation's economy, and
the SBA wants to do everything we

can to encourage entrepreneurship and provide business solutions and resources that are readily available," said SBA Administrator Steven C. Preston. "That is why we have partnered with the U.S. Postal Service highlighting successful business owners to share their wealth of knowledge and business experience."

The partnership with the SBA is an extension of video-on-demand services that the Postal Service has used as part of its outreach to small business owners. Experience supporting businesses and entrepreneurs through technology and the Internet is one of the resources the Postal Service offers through "Delivering Success."

"We are working harder than ever to offer solutions to the challenges faced by today's small businesses," said Rod Devar, manager of advertising and promotion, U.S. Postal Service. "This partnership with the SBA and the ability to reach small business owners at a time that is convenient for them, is one more way the Postal Service is reaching out to meet the needs of its customers."

Entrepreneurs have round-the-clock access to the video interviews, which are the ideal start-up tool for budding entrepreneurs and business owners. Other highlights of the Delivering Success video interviews include a business reality check, techniques to take a business to the next level and the top 10 tips to get a business started and keep it growing.

SBA Loans to Small Business Exporters Surpass \$1 Billion

SBA made a record number of export loans in FY 2006 and

surpassed the \$1 billion mark for the first time in the history of the program.

During the year, Small businesses exported a record \$375 billion, more than \$1 billion a day, which means exports grew three times as fast as the overall economy. With exports growing faster than the economy as a whole, U.S. production is shifting to the export sector. This will continue to be an important source of growth and job creation for small business. As much as one-quarter of U.S. growth is now attributable to exports.

Through its Export Assistance Program, SBA has played an important role in helping more small businesses grow and expand their export operations or break into the international trade game. Not only did SBA set a record in export financing, it also: supported \$2.1 billion in export sales; counseled and trained close to 10,000 small businesses; trained 2,853 export lenders; initiated 30 Export Trade Assistance Partnership programs with 561 small business participants; and co-guaranteed with the Export-Import Bank 14 small business export loans of up to \$2 million.

Through its Office of International Trade, SBA is actively involved in the promotion and support of international trade and economic policies of the United States as they relate to small business. In that framework, SBA has participated in numerous global efforts, among them: initiating the SME Congress of the Americas; providing expertise to the U.S. Trade Representative on small business issues in negotiations such as CAFTA, AGOA and the FTA with Thailand; providing trade linkages between U.S. and Mexican businesses under the Partnership for Prosperity;

participating in U.S. diplomatic efforts with many different countries, e.g. Egypt, Nigeria, Russia, to help them stimulate development and growth of their small business sectors; and signing letters of intent on small business trade and development with government agencies in China, Brazil, Mexico, Korea and India.

These activities have resulted in increased export opportunities for U.S. small businesses. Economic forecasters expect export growth to exceed general economic growth for years to come. SBA assistance to exporters will remain a key ingredient in fostering economic growth and job creation.

Section 7(j) of the Small Business Act

The mission of the U.S. Small Business Administration's (SBA's) [Office of Business Development \(BD\)](#) is to assist economically and socially disadvantaged businesspersons achieve competitive viability in the marketplace. To that end, SBA has been authorized, under Section 7(j) of the Small Business Act, to enter into grants, cooperative agreements or contracts, with public or private organizations that can deliver management or technical assistance to individuals and enterprises eligible for assistance under the Act. This assistance is delivered through the 7(j) Management and Technical Assistance Program to 8(a) certified firms, small disadvantaged businesses, businesses operating in areas of high unemployment or low-income or firms owned by low-income individuals.

The 7(j) program grants, cooperative agreements or contracts are awarded to qualified service providers who have the capability to provide business

development assistance to the eligible clients. The 7(j) program funding is not available to finance a business; purchase a business; or use as expansion capital for an existing business.

Financial assistance under the 7(j) program may be given, for projects that respond to needs outlined in a 7(j) program solicitation announcement, or for an unsolicited proposal that could provide valuable business development assistance for 8(a) and other socially and economically disadvantaged small businesses.

The management and technical assistance may include accounting and marketing services, feasibility studies, marketing/presentation analyses and advertising expertise, loan packaging, proposal/bid preparation, industry specific technical assistance and other specialized management training and technical services.

Small Businesses are Job Creators

By Ray Marchiori, SBA Regional Advocate for Wisconsin

It is easy to be an advocate for small business. Small firms account for half of our gross domestic product, employ half of the American workforce, and generate most of our net new jobs. Moreover, small business patents push the boundaries of technology, and their innovations are the source of new markets, enhanced competition, and expanded economic growth and employment. It is no wonder that politicians of both parties are eager to embrace entrepreneurs.

From time to time, small business advocates are challenged by those who feel that the importance of small businesses to the economy is exaggerated. These arguments

are not new. A recent article in an American Enterprise Institute magazine, for instance, attempts to refute the net job creation of entrepreneurs; but this article, like the ones that came before it, is simply inaccurate. Thirteen months ago, the U.S. Bureau of Labor Statistics found that small businesses generated 65% of the net employment growth between September 1992 and March 2005, confirming similar data from the U.S. Census Bureau.

Far from a myth, the reality is that most net job creation takes place in the first two years of a firm's existence and within firms that employ fewer than 20 workers. Many of these firms will become fast-growing "gazelles" that will eventually grow to be large firms that employ hundreds or thousands of people. That growth is due to the hard work, innovation and risk-taking by entrepreneurs who have a vision for the future and the passion to turn dreams into reality.

Many of those who attempt to deny the data on small business and job creation also take issue with attempts to level the playing field for small firms by reforming rules and regulations. However, Office of Advocacy research by Dr. Mark Cain shows that firms with fewer than 20 employees annually pay 45% more per employee to comply with federal regulations than their larger counterparts do.

Clearly, one-size-fits-all regulatory approaches have much larger impact on small businesses. Moreover, many times these firms are caught in a web of safety, tax, and environmental regulations when small businesses are not part of the problem that the regulations are attempting to solve. Over 25 years ago, Congress recognized this dilemma and passed the

Regulatory Flexibility Act (RFA). Simply stated, the RFA helps protect small business from unnecessary regulatory burdens. It requires federal regulators to draft small business impact statements whenever they propose new rules. In addition, the RFA requires that agencies consider less burdensome alternatives that do not undermine the intent of the regulations. Ensuring that small businesses are taken into consideration when new regulations are being written does not give small businesses an unfair advantage. It merely helps level the playing field and allows small business owners to focus their attention on what they do best – create innovative new products and services, generate jobs, and grow the economy.

As evidenced by reputable research and statistics, entrepreneurs play a unique role in our economy; they are dynamic, creative, innovative, and job creating. Policymakers and academics appreciate their importance to economic growth and future employment. To do otherwise would be a serious omission.

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Ray Marchiori is the Office of Advocacy Regional Advocate for Wisconsin. He is the direct link between small business owners, state and local government agencies, state legislators, small business associations, and SBA's Office of Advocacy. Contact Ray Marchiori at (312) 353-8614 or Raymond.marchiori@sba.gov.

Editor's Notes

LENDER INFORMATION 7(a) Contacts

Lenders may submit loans and/or trailing documents and servicing actions (327s) through email to 7aloanprogram@sba.gov.

March 2007

Lenders may call the Center with questions our use email by sending questions to 7aquestions@sba.gov.

Standard 7(a) Loan Guaranty Processing Center

501 1 St. Ste. 12-200
Sacramento, CA 95814
Phone: (916) 930-2455
Fax: (916) 930-2180
OR
262 Black Gold Blvd.
Hazard, KY
Phone: (606) 436-0801
Fax: (606) 435-2400

TRAINING CALENDAR

Be sure to visit <http://web.sba.gov/calendar/public/index.cfm?op=group&grp=73> for business training opportunities offered by SBA, SCORE, Small Business Development Centers, Women Business Centers, Procurement Assistance Centers and the Wisconsin Procurement Institute.

SBA February 2007 Loans

Associated Bank NA

Green Bay – 23 Loans for \$2,127,500

US Bank NA

Cincinnati, OH – 18 Loans for \$642,700

M&I Marshall & Isley Bank

Milwaukee – 14 Loans for \$1,001,500

Wells Fargo Bank NA

Sioux Falls, SD – 8 Loans for \$1,540,600

San Jose, CA – 3 Loans for \$110,000

Minneapolis, MN – 1 Loan for \$331,000

Total: 12 Loans for \$1,650,600

JPMorgan Chase Bank NA

Houston, TX – 11 Loans for \$632,500

Capital One Federal Savings Bank

McLean, VA – 9 Loans for \$460,000

First National Bank in Manitowoc

Manitowoc – 7 Loans for \$1,080,700

Community First CU

Appleton – 5 Loans for \$558,000

Ridgestone Bank

Brookfield – 4 Loans for \$3,385,000

S & C Bank

New Richmond – 4 Loans for \$567,000

Community Bank & Trust

Sheboygan – 3 Loans for \$1,499,000

Cornerstone Community Bank

Grafton – 3 Loans for \$1,100,000

Waukesha State Bank

Waukesha – 3 Loans for \$1,015,000

Anchor Bank FSB

Madison – 3 Loans for \$260,000

Monona State Bank

Monona – 3 Loans for \$130,000

The Reedsburg Bank

Reedsburg – 2 Loans for \$2,650,000

American Enterprise Bank

Buffalo Grove, IL

2 Loans for \$1,332,900

Amcore Bank NA

Rockford, IL – 2 Loans for \$678,000

Hometown Bank

Fond du Lac – 2 Loans for \$530,000

River Cities Bank

Wisconsin Rapids – 2 Loans for \$400,000

Guaranty Bank

Milwaukee – 2 Loans for \$393,287

Port Washington State Bank

Port Washington – 2 Loans for \$210,000

Park Bank

Holmen – 2 Loans for \$190,000

Fox Communities

Appleton – 2 Loans for \$150,000

Johnson Bank

Racine – 2 Loans for \$140,000

Pyramax Bank FSB

Greenfield – 2 Loans for \$140,000

Superior Financial Group LLC

Walnut Creek, CA – 2 Loans for \$15,000

River Bank

Stoddard – 1 Loan for \$1,695,000

First Western SBLC

Dallas, TX – 1 Loan for \$1,075,000

State Financial Bank

La Crosse – 1 Loan for \$800,000

Voyager Bank

Eden Prairie, MN – 1 Loan for \$427,500

Citizens Bank of Mukwonago

Mukwonago – 1 Loan for \$390,000

Royal CU

Eau Claire – 1 Loan for \$315,000

The Business Bank

Minnetonka, MN – 1 Loan for \$300,000

First Citizens State Bank

Whitewater – 1 Loan for \$256,000

Green Lake State Bank

Green Lake – 1 Loan for \$248,000

Alpine Bank of Illinois

Rockford, IL – 1 Loan for \$200,000

Merchants Bank NA

Winona, MN – 1 Loan for \$200,000

Acuity Bank

Tomah – 1 Loan for \$175,000

Citizens State Bank

Hudson – 1 Loan for \$150,000

Corporate Central CU

Muskego – 1 Loan for \$150,000

First National Bank and Trust

Phillipsburg, KS – 1 Loan for \$125,000

News and Views

Bank Mutual

Milwaukee – 1 Loan for \$115,000

Grafton State Bank

Grafton – 1 Loan for \$105,000

Great Western CU

Madison – 1 loan for \$100,000

American Alliance Bank

Eau Claire – 1 Loan for \$95,000

Premier Community Bank

Marian – 1 Loan for \$87,900

State Bank of Cross Plains

Cross Plains – 1 Loan for \$75,000

First National Bank & Trust Co.

Beloit – 1 Loan for \$58,000

Newtek Small Business Finance, Inc.

New York, NY – 1 Loan for \$55,000

Citizens Bank

Flint, MI – 1 Loan for \$50,000

Union State Bank

Kewaunee – 1 Loan for \$50,000

Ozaukee Bank

Cedarburg – 1 Loan for \$35,000

SBA February 2007 CDC Loans

WI Business Development

Finance Corp.

Monona – 16 Loans for \$9,933,000

Great Lakes Asset Corp.

Green Bay – 1 Loan for \$506,000

Twin Cities-Metro Cert. Development

Shoreview, MN – 1 Loan for \$173

SBA February 2007 MicroLoans

Wisconsin Women's Business Initiative Corp.

2 Loans for \$20,000

Lincoln Neighborhood

Redevelopment Corp.

1 Loan for \$12,000

SBA to Hold Free 7(i) Workshops

22nd ANNUAL SMALL BUSINESS AWARDS BREAKFAST

June 1, 2007

Country Springs Hotel,
Waukesha.

Contact [Mary Trimmier](#) at
414/297-1093 for more info.